

# Table 151. Retail Prescription Drug Sales: 1995 to 2007

[2,125 represents 2,125,000,000]

Sales outlet	Unit	1995	2000	2001	2002	2003	2004	2005	2006	2007
		Number of prescriptions . . . . .	Mil. . . . .	2,125	2,865	3,009	3,139	3,215	3,274	3,279
Traditional chain . . . . .	Mil. . . . .	908	1,335	1,408	1,463	1,483	1,500	1,518	1,605	1,660
Independent . . . . .	Mil. . . . .	672	698	710	719	736	738	714	732	745
Mass merchant. . . . .	Mil. . . . .	238	293	311	339	345	353	359	375	390
Supermarkets . . . . .	Mil. . . . .	221	394	418	444	462	470	465	476	478
Mail order . . . . .	Mil. . . . .	86	146	161	174	189	214	223	232	242
Percent distribution of brand/generic mix:										
Brand drugs. . . . .	Percent . . .	59.8	57.6	59.0	57.9	55.0	54.1	50.6	46.8	41.8
Generic drugs . . . . .	Percent . . .	40.2	42.4	41.0	42.1	45.0	47.5	51.3	53.2	58.2
Retail sales . . . . .	Bil. dol. . . .	72.2	145.6	161.3	182.7	204.2	220.1	232.0	250.6	259.4
Traditional chain . . . . .	bil. dol. . . .	27.8	59.1	65.3	73.3	82.6	87.5	91.8	100.6	104.8
Independent . . . . .	bil. dol. . . .	22.0	33.4	36.2	38.0	41.2	43.3	44.6	46.2	47.2
Mass merchant. . . . .	bil. dol. . . .	7.7	13.5	15.2	18.0	20.0	21.5	22.5	24.3	25.7
Supermarkets . . . . .	bil. dol. . . .	7.4	17.4	19.8	23.1	25.2	26.9	27.6	28.9	28.5
Mail order . . . . .	bil. dol. . . .	7.4	22.1	24.8	30.2	35.0	40.8	45.5	50.5	53.1
Average prices <sup>1</sup>										
All prescriptions . . . . .	Dollars . . . .	30.01	45.79	50.06	55.37	59.52	62.64	63.87	66.97	69.91
Brand drugs. . . . .	Dollars . . . .	40.22	65.29	69.75	77.49	85.57	91.80	97.65	107.48	119.51
Generic drugs . . . . .	Dollars . . . .	14.84	19.33	21.72	24.89	27.69	28.23	29.21	31.39	34.34
Average prescription cost <sup>1</sup>										
Manufacturer receives . . . . .	Dollars . . . .	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	66.97	69.91
Wholesaler receives . . . . .	Dollars . . . .	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	51.97	54.30
Retailer receives. . . . .	Dollars . . . .	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	2.07	2.44
	Dollars . . . .	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	12.93	13.17

NA Not available. <sup>1</sup> Excludes mail order.

Source: National Association of Chain Drug Stores, Alexandria, VA, *NACDS Foundation Chain Pharmacy Industry Profile, 2007* (copyright); <<http://www.nacds.org>>.